

Message Text

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TO AMEMBASSY LONDON

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E.O. 11652: N/A

TAGS: BEXP, BFOL, UK

SUBJECT: TIR MARKET RESEARCH STUDY FOR PROCESS

CONTROL INSTRUMENTS - UNITED KINGDOM

REF: A-8403 OF 10/5/73; LONDON 14957

1. OFFICE OF INTERNATIONAL MARKETING (OIM) HAS COMPLETED ANALYSIS SUBJECT STUDY PREPARED BY INTERPLAN. ALTHOUGH STUDY INDICATES DILIGENT EFFORT OMISSIONS EXIST AND ADDITIONAL INFORMATION IS NEEDED AS REQUIRED BY THE SPECIFICATIONS TO ENABLE PREPARATION OF PUBLICATION AND SATISFACTORY FULFILLMENT OF CONTRACT TERMS.

2. POST SHOULD REQUEST CONTRACTOR PROVIDE ADDITIONAL INFORMATION AS OUTLINED BELOW IN TIME INSURE RECEIPT COMMERCE JUNE 21. (PARAGRAPH HEADINGS REFER TO MARKET RESEARCH SPECIFICATIONS).

A. "3.21.01.C"

THE FORECAST FOR THE PCI MARKET IN THE U.K. SEEMS

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UNUSUALLY LOW IN VIEW OF PREDICTIONS OF SUBSTANTIAL

GROWTH IN PCI RESEARCH STUDIES ON OTHER EUROPEAN COUNTRIES. (THE ITALIAN STUDY WHICH HAS HAD ONLY PRELIMINARY SCREENING, PREDICTS A NEGATIVE GROWTH RATE). ALTHOUGH RESEARCH MENTIONS TERMINATION OF A GOVERNMENT PROGRAM ON THE NATIONAL METHANE DISTRIBUTION NETWORK, OTHER SECTOR PLANS INDICATE SUBSTANTIAL GROWTH POTENTIAL IN THE MARKET FOR PCI. IN VIEW OF ABOVE, CONTRACTOR MAY WISH TO REVISE MARKET SIZE ESTIMATES.

B. "3.22.02"

PROVIDE ESTIMATES OF TOTAL IMPORTS FROM THE UNITED STATES OF ELECTRIC/ELECTRONIC INSTRUMENTS, NON-ELECTRIC/NONELECTRONIC INSTRUMENTS, AND AUTOMATIC CONTROL VALVES, FOR 1970, 1972, 1973, 1974 AND 1978. THESE ESTIMATES SHOULD BE PRESENTED IN THE FORMAT OF THE TABLE FOUND IN APPENDIX E OF SPECIFICATIONS.

C. "3.31.02B"

PROVIDE THE NUMBER OF ENTERPRISES IN THE NATURAL GAS LIQUIDS INDUSTRY, THE ENTIRE FOOD PROCESSING INDUSTRY, THE ENTIRE PRIMARY METALS INDUSTRY AND THE ENTIRE UTILITY SERVICES INDUSTRY ACCORDING TO SIZE (I.E. NUMBER OF "LARGE", "MEDIUM," AND "SMALL" ENTERPRISES). RESEARCH CONTAINS ABOVE INFORMATION ONLY FOR SEVERAL SECTORS OF THESE INDUSTRIES. IF ESTIMATES OF THE NUMBER OF LARGE, MEDIUM AND SMALL ENTERPRISES IS UNAVAILABLE, PLEASE PROVIDE ESTIMATES OF THE TOTAL NUMBER OF ENTERPRISES AND EMPLOYEES FOR THE ENTIRE INDUSTRY.

D. "3.33.02F"

PROVIDE CURRENT LEVEL OF CAPITAL INVESTMENT OF THE ORGANIC CHEMICALS SECTOR. CAPITAL INVESTMENT DATA FOR THE CHEMICAL INDUSTRY NOT A SATISFACTORY ALTERNATIVE.

E. "3.33.02G.3"

PROVIDE ESTIMATES OF THE NUMBER OF CLOSED PROCESS CONTROL LOOPS PLANNED IN EACH PROJECT IN THE ORGANIC CHEMICALS

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SECTOR. THIS DATA PARTICULARLY NECESSARY IN PROJECTS WHERE ESTIMATED COST IS NOT AVAILABLE.

F. "3.34.01C"

PROVIDE THE NUMBER OF CLOSED LOOPS FOR THE LARGE INSTALLATION OF THE BRITISH STEEL CORPORATION.

G. "3.40.01"

PROVIDE THE PROSPECTS FOR INDUSTRY GROWTH AND
PROSPECTS FOR GROWTH OF EXPORTS. KISSINGER

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